

# Free Gas Instantaneous Water Heater

For One Week, Beginning

## MONDAY, MAY 30th

THE HUMPHREY CO., at our office, will demonstrate the use of their Automatic, Independent and Instantaneous Gas Water Heaters.

## The Cheapest Way Known to Get Hot Water

Everyone who lives along our line of pipes will have a chance to win the INSTANTANEOUS HEATER which we will connect up free of all cost to the one holding the lucky number.

Come to the office, see how to get HOT WATER by simply turning the water faucet and take a chance at the FREE HEATER.

## NEWPORT NEWS GAS CO.

3025 WASHINGTON AVENUE

BOTH PHONES, No. 34

### LITTLE FABLES OF THE RISING YOUNG MAN

The Chap Who Had It Easy and the One Who Had It Hard.

HERE were once two Rising Young Men who considered themselves Captains of Industry in the Making. That is, both of them hoped to Get Three some day with Corporations and Yachts and Brownstone Mansions with Bronze Lions at the gateway. They believed that in this age of Self-made men everyone has an Equal Chance—and they were willing to take their Chances with the other chaps just starting out in business.

Both had worked sufficiently long for their respective Firms to demonstrate to their own Satisfaction that they had a Future ahead of them.

Chap No. 1 had Done Especially Well in his business. Indeed everyone told him what a Really Bright Young Man he was and Predicted a Great Future for him.

"If he has gotten Thus Far in the comparatively short time he has been At It," they argued, "he will go All The Way by the time he's Twenty Years older. We don't see how he can lose Out!"

His Boss was so pleased with his Work that he made him Sub-Boss, so to speak, of one of the departments of the Business. Chap No. 1 then had a half dozen other chaps under him. He no longer had to keep Office Hours—that is, Strictly. Being the Head of one of the departments, it didn't seem to Matter Much if he was Five Minutes late in the Morning occasionally—for there was no one to Call Him Down except the Boss.

His day's work became more or less Executive in character and he Passed Upon the labor of Others. Hence, having to Create nothing himself, he found that he did not have to work as Consistently and Constantly as he had done before his Promotion. There were five or ten minutes here and there in which he had nothing to do each day. Gradually these intervals of Rest became more frequent and of Longer Duration.

He began to Stay Out longer for his Lunch each day. And, when the Hot weather came he developed the habit of Occasionally leaving the office 15 minutes, 25 minutes—an hour before Closing Up Time.

He wasn't really Shirking His Work, for he kept that Up-To-Date and was strictly On The Job when it came to Delivering what was Expected of him. The Boss was satisfied, so Chap No. 1 seemed really justified in arguing that he was entitled to manage his own Time more or less.

Things were somewhat different with Chap No. 2. His Boss thought a whole lot of him and Promoted him, too, to the position of Head of one of the departments of the business. He, too, had other Chaps Under him and

he also had a few minutes Leisure every now and then during the day. But he was just as Punctual in getting down to the office in the morning as he had been before he got his Promotion. And he didn't take a minute more at Lunch Time than was necessary.

Indeed, he worked Harder than when he was an underling. His responsibility rested heavily upon his Shoulders. He was anxious about his Job all the while and was fearful of making some Great Blunder and losing it. He Delivered the Goods each day—there was no question about that.

But he didn't deliver them a Bit Better than did Chap No. 1. It simply took him Longer to do so and he worked Harder in Producing.

Chap No. 1 is still working away and giving satisfaction to his Boss. Indeed, he is almost his own Boss, for he works Hard while he is working and Loafs with equal vigor when he isn't.

Chap No. 2 is also Doing Business at the same old stand in the same old Labored, Conscientious Manner.

But—and here's the danger mark—Chap No. 1 is Standing Still, Chap No. 2 is Progressing. No so much as far as their work is concerned, but regarding their own Characters.

One is creating a taste for Leisure, the other for Hard Work. One is allowing his Ambition to Slumber, the other is Prodding it, Keeping It Awake.

One is gradually becoming interested and satisfied with the Present. The other still has his eyes, his hopes, his efforts directed toward the Future.

Twenty years from now one will be just what he is now, or a trifle higher, or a failure.

The other can't be less than he is now—and, though he may not be a Captain of Industry, the chances are he will not be an Out-and-out failure.

An Easy Job is the Grave of many a Rising Young Man.

#### Doubles Cat Population.

A cat census taken in Yokohama, Japan, during the past year disclosed the fact that there are only 7.00 of the animals within the city limits. This is because Yokohama is always in danger of a bubonic plague. Because it is the cat's natural victim, the rat, that is its chief disseminator, the city is concerned about the inadequacy of the supply. An offer of money prizes for kittens raised to maturity resulted in a year in nearly doubling the cat population, and the cost in bonuses is said to have been about \$987.50.

Cook With Gas.

## ENTERPRISING Jefferson Avenue Business People

Who Believe in Publicity and are Hustling for Your Patronage. Read the Inducements They Are Offering to the Purchasing Public of Newport News and Vicinity.

**The JEFFERSON  
BANK of  
Newport News**

Every working man, some time or other, gets into positions where he is squeezed tight, financially. Very often it is hard to see how to get out. A good growing deposit account in our bank helps amazingly. :: ::

### The Jefferson Bank of Newport News

**We Are  
Prepared**

To serve the public with any kind of books, pictures, jewelry, silverware, cut glass, imported cinaware, fine cut rubber goods.

THE CRUTCHFIELD NOVELTY MFG. CO.

2413 Jefferson Ave.

Next door Crown Savings Bank.

SMITHFIELD HAM<sup>o</sup>, 25c lb. Swatney's or Joyner's Brand.

G. S. BARNES.

GROCER AND BUTCHER.

2901-03 JEFFERSON AVE.

Bell 'Phone 157.

Ladies' Waists ..... 25c to \$5.00

Ladies' Skirts ..... 98c Up.

Beautiful Kimonos ..... 69c

Notions and Novelties.

McGill's Variety Store

25th St. and Jefferson Ave.

**Look for the Big Red  
"B"**

It stands for "Best Service" in REAL ESTATE.

Every person who has bought Real Estate through me during the last twelve months has made money.

My specialty is colored tenement property. For ten years I have made a specialty of buying, selling and managing this class of property. My office is on the ground and I am thoroughly posted as to values. What I am doing for others will do for you. Call, write or phone

**E. C. Brown, Inc**

2411 Jefferson Ave. Bell phone 397. Newport News, Va.

**The CROWN  
SAVINGS  
BANK**

Wants your banking business and will send for it. Simply 'phone 397—Bell 'phone, and our service is at your command.

**Open Evenings**

**CROWN  
SAVINGS BANK**

2411 Jeff. Avenue, City

WE HAVE THE BEST GRADE OF

### BLUE SERGE

**PINKETT, The  
TAILOR**

Jefferson Ave. & 25th St., Newport News.

Jefferson SHOE Palace

Home of

### High-class Footwear!

and Gent's Furnishings.

M. W. GREENSPON, Proprietor,

2150 Jefferson Ave.

Why not spend your money with

J. E. & J. T. LLEWELLYN

27th St. & Jefferson Ave.

where you get the best of

groceries for your money and 5

per cent discount on all cash

purchases.

**The Senate Hotel**

**FAMILY LIQUORS  
AND WINES**

A SPECIALTY.

Pool Room in Connection.

25th Street and Jefferson Ave.

We cater especially to mail

order business and family

liquor trade. Phone us your

order. Bell 'Phone 247.

GRAFF'S CUT RATE MAIL

ORDER LIQUOR HOUSE.

2152 Jeff. Ave. Bell 'Phone 247.

Don't pay the high prices

for meats when you can buy

cheap for cash at

**W. H. SEARS**

The Butcher, 23rd street and

Jefferson Ave.

## Saving the Oldest Houses on the Continent

(Continued From Ninth Page.)

Impenetrable walls with outlook that commanded miles and miles of the surrounding country. Some dwellings have been found with watch towers either to sight the enemy from afar to catch eagles. One house is three stories in height and has in all about a hundred rooms. Ladders were used for stairs and in some instances terraces of the houses faced an inner court.

Europe may talk about her ruins

and Egypt, boast of her buried cities, but here at home we have ancient cities that only of late are beginning to be appreciated. At least four distinct regions are worthy of investigation. One can take a choice of the Upper San Juan Canyon, the Mesa Verde, the Chaco Canyon and Canyon de Chelly—in any one he will discover prehistoric habitations that make the brain whirl with conjecture. The territories of New Mexico and Arizona are literal treasure-houses.

Professor Hayden, in his report to

the Geological Survey of the United States, says: "The great ruins are preeminently the finest examples of the work of the unknown builders to be found north of the seat of ancient Aztec empire, in Mexico." From the thousands of cities, towns and dwellings found, it is evident that at least three thousand people lived in one canyon alone. That they were powerful and an agricultural race is evident, and they had irrigation ditches and reservoirs for water.

Valuable relics have been in former taken from these dwellings and either placed in museums or kept as mementos. Among them are many

ancient earthenware vessels of rare form and design with plain markings. No complete costumes of men and women which were worn in ceremonial life have as yet been found, but there have been tithus of dolls which show in a measure the dress of the Indians. It is interesting to note that most of the stories of the cliff dwellings are six feet high, all the rooms are plastered and painted with what looks like a dull brick red color, with a white band across the floor.

The scientist, antiquarian and tourist cannot but be interested in these evidences of a long extinct race, though conjecture must of necessity

be unverified. No one can visit these strange old houses without desiring to go again to take time to explore the whole region. It is supposed that the people who lived here moved toward the South, but no one knows. As a thoughtless or destructive person can destroy with one blow of a hammer or stick, parts of these ruins, it is cause for congratulation that the United States government has decided to protect them. By making the whole region a national park, it can be patrolled and kept free from marauders.

Just Try G. B. S. Special.